

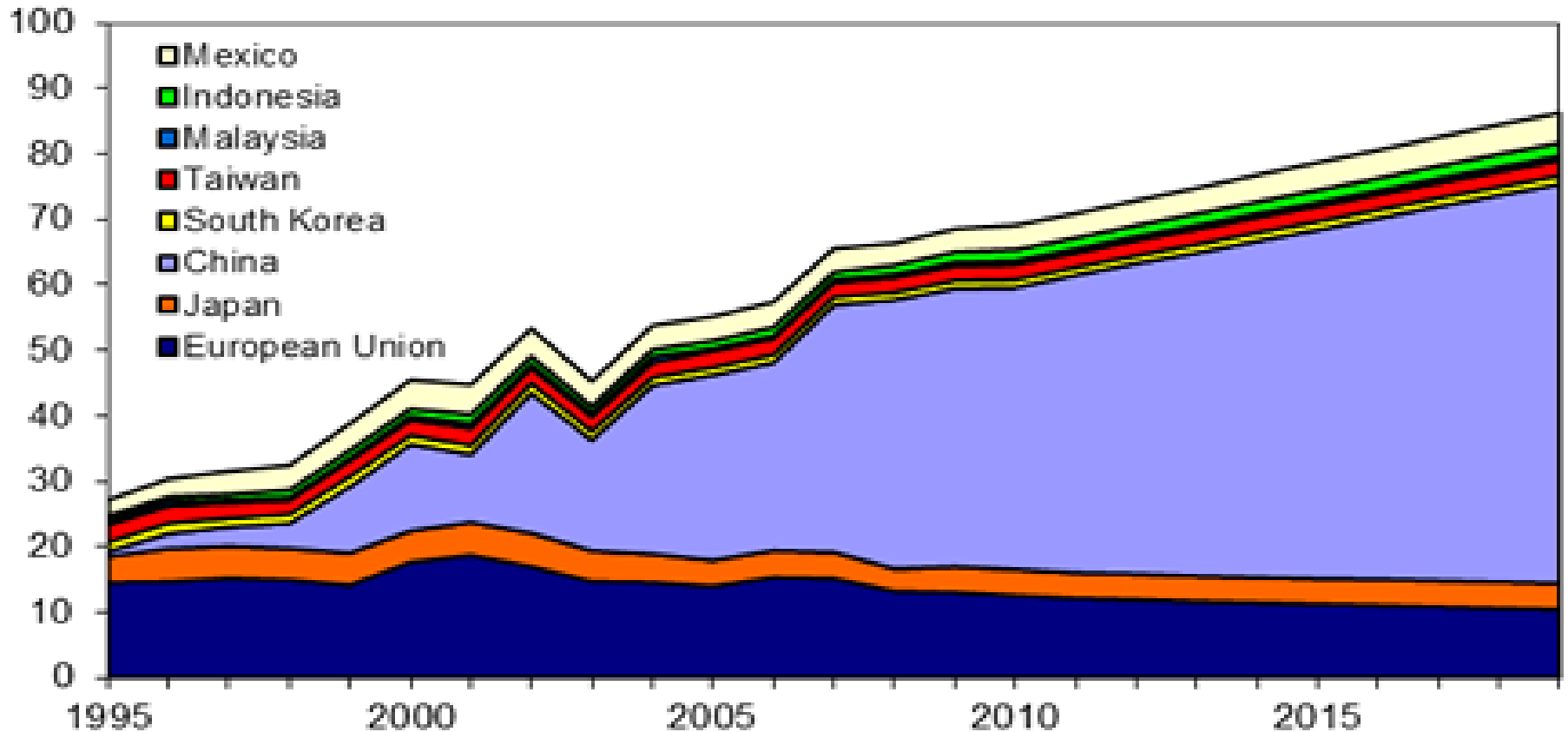
International Economies and Sustainability Protocols

Mark Jackson, Iowa Soybean Producer
August 7, 2014

EU Demand for US Soy

-Major soybean importers

Million metric tons



Source: *USDA Agricultural Projections to 2019*, February 2010.
USDA, Economic Research Service.

Sustainability Certifications in the EU



NESTE OIL



Sustainability Extends Beyond Europe



Japan



Korea



Thailand



Our Competitors Are Tackling Sustainability

- No till certifications
- Conservation standards
- Promoting national and local regulations as meeting sustainability criteria



US Soybean Sustainability Assurance Protocol

- Conservation regulations
- Best practices
- Voluntary conservation programs
- Monitoring and reporting sustainability performance

U.S. SOYBEAN SUSTAINABILITY ASSURANCE PROTOCOL

A Sustainability System That Delivers
MARCH 2013



Engaging with the Value Chain



SUSTAINABLE SOY

In 2013, Unilever US launched a pilot in Iowa, working closely with suppliers, farmers and NGOs on developing sustainable sources of soybean oil from soybeans grown using farming practices that meet the Unilever Sustainable Agriculture Code. This is a ground-breaking pilot, as there was no certified soy in the US. We are expanding in 2014 into Kansas.



- 160,000 acres of soybeans sustainably sourced by Unilever, using the U.S. Soy Sustainability Assurance Protocol
- More than 10% of Unilever's total demand
- Goal of 100% by 2020



Sustainable Sourcing Is Gaining Momentum

- The move toward sustainability criteria in food, feed and industrial products will only gain more speed
- The trend can be either a barrier to market access or an opportunity to differentiate a product with high sustainability performance
- The key for production agriculture is collaboration – working with researchers, buyers, even NGOs to create programs that place no burden on producers, but generate confidence that sustainability criteria are being met

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